

## Message Text

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PAGE 01 MOSCOW 21961 140750Z  
ACTION EUR-12

INFO OCT-01 ISO-00 PM-05 NSC-05 SP-02 SS-15 CIAE-00  
DODE-00 INR-10 NSAE-00 PA-01 ICA-11 EB-08 COME-00  
TRSE-00 OMB-01 /071 W  
-----005277 151302Z /43  
R 131732Z SEP 78  
FM AMEMBASSY MOSCOW  
TO SECSTATE WASHDC 6755

C O N F I D E N T I A L MOSCOW 21961

E.O. 11652: GDS  
TAGS: CGEN, BGEN  
SUBJECT: CRAWFORD AND KAMA

REF: (A) STATE 231284, (B) MOSCOW 21724,  
(C) MOSCOW 19843, (D) MOSCOW 13756

1. EMBASSY REGARDS THIS AS A PARTICULARLY APPROPRIATE  
TIME TO REVIEW THE STAFFING OF SOVIET COMMERCIAL  
ORGANIZATIONS IN THE UNITED STATES, WHICH APPEARS  
EXCESSIVE IN LIGHT OF ACTUAL TRADE LEVELS AND ESPECIALLY  
IN VIEW OF THE SOVIET PROGNOSIS -- FURTHER DECLINE  
IN ORDERS FROM U.S.

2. WITH REGARD TO QUESTION OF WHETHER THERE WERE ANY  
INQUIRIES FROM AMERICAN BUSINESSMEN RELATED TO THIS  
SUMMER'S REDUCTION IN SIZE OF KAMA STAFF, NOT ONLY  
WERE THERE NO SUCH INQUIRIES BUT WE HAVE DEFINITE  
IMPRESSION FROM US BUSINESSMEN HERE THAT THEY BASICALLY  
VIEW KAMA AS A COMPETITIVE SALES AGENT, WHICH CHARGES  
COMMISSION FOR ITS SERVICES. IN OTHER WORDS, KAMA  
IS SN AGENT IN TRANSACTIONS WHICH WOULD HAVE GONE TO  
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U.S. BUSINESS ON ANY ACCOUNT. WHILE AMERICAN FIRMS  
IN U.S. MAY HAVE SOMEWHAT DIFFERENT VIEW, WE HAVE  
RECEIVED NO INDICATION AT ALL THAT ANY AMERICAN  
BUSINESS FIRM MISSED THOSE KAMA STAFFERS WHO SPENT  
THE SUMMER OUTSIDE THE U.S.

3. INCIDENTALLY, THE INTEREST OF RICHARD O'BRIEN

(REF C) PROBABLY REFLECTS A SOVIET REQUEST, NOT A U.S.  
ONE. SOVIET MINISTRIES HAVE PREDICTABLY COMPLAINED  
ABOUT KAMA SITUATION AND OFTEN CHANNEL THEIR INQUIRIES  
THROUGH THE US/USSR TRADE AND ECONOMIC COUNCIL  
IN ORDER TO INCREASE PROSPECTS FOR FAVORABLE ATTENTION  
TO THEIR GRIEVANCE. GARRISON

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 13 sep 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978MOSCOW21961  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780375-1178  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** 78 STATE 231284, 78 MOSCOW 21724, 78 MOSCOW 19843, 78 MOSCOW 13756  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 30 jun 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1453919  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CRAWFORD AND KAMA  
**TAGS:** CGEN, BGEN  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
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**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014